

# **EXHIBIT A**

IN THE UNITED STATES DISTRICT COURT  
FOR THE EASTERN DISTRICT OF VIRGINIA  
RICHMOND DIVISION

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ePLUS, INC.

vs.

LAWSON SOFTWARE, INC.  
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:  
: Civil Action No.  
: 3:09CV620  
:  
:  
: September 27, 2010  
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COMPLETE TRANSCRIPT OF THE FINAL PRETRIAL CONFERENCE  
BEFORE THE HONORABLE ROBERT E. PAYNE  
UNITED STATES DISTRICT JUDGE

APPEARANCES:

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Official Court Reporter  
United States District Court

1 are there, those are the ones you probably want. There's six  
2 exhibits that take up about ten boxes, and I think we can  
3 probably talk about them without you actually having them up.

4 THE COURT: Thanks, Mr. Carr. We ought to be able to  
5 get all 13 of them up here somewhere. Thank you very much.

6 Starting with the pretrial order, Roman numeral  
7 III-A, are there any objections to any of these witnesses? Do  
8 I have anything to deal with with Appendix 1 to the pretrial  
9 order? None, all right.

10 Next is appendix -- I don't have -- okay, Appendix 2  
11 is Lawson's witnesses. Any objection to any of these  
12 witnesses? All right, none.

13 All right, we have ePlus's exhibits as to which there  
14 are no objections and ePlus exhibits as to which Lawson objects  
15 on the grounds stated therefor. In order to deal with that,  
16 what you are saying is you suggest we go through groupings.  
17 Group one is UNSPC white papers; is that right? What is a  
18 UNSPC white paper? It's your objection. Speak up.

19 MS. STOLL-DeBELL: Your Honor, our objection is that  
20 these --

21 THE COURT: Pull that thing a little closer to you  
22 so the court reporter and I can hear. If you'd like to, you  
23 can kind of move that screen off a little bit toward Mr.  
24 Schultz -- there you go. All right. Now, what is a UNSPC  
25 white paper?